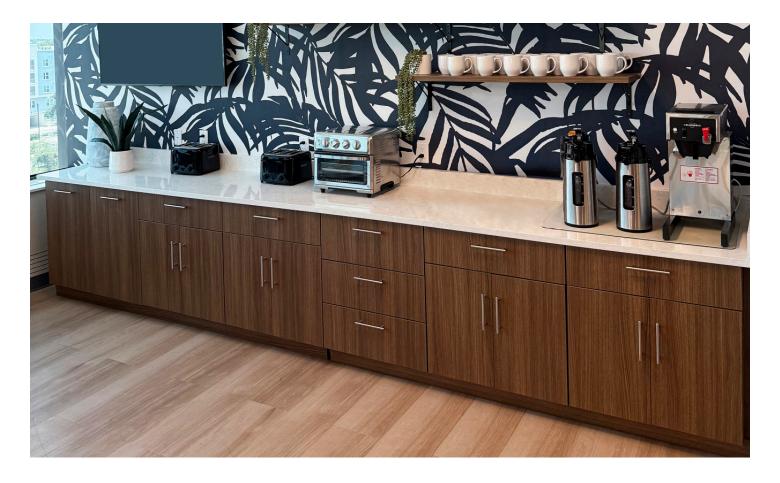
# Large Florida Developer

AIS

**Case Study** 



#### **PROJECT NEEDS**

A large developer renovating a 16-story building needed breakroom and kitchen built-ins for two client floors — but traditional millwork's 16–26 week timeline risked major delays. The local AIS dealer, proposed AIS CaseWorks — a fast, modular alternative that kept the project on schedule.

#### **SOLUTIONS & RESULTS**

AIS CaseWorks was recommended because of its high design standards, quick leadtimes and efficient installation — a perfect fit for the project's demanding schedule. The team successfully designed and installed 18 CaseWorks applications across two floors in just five weeks, achieving a 30% cost savings compared to traditional millwork.

The success of CaseWorks led the developer to recommend AIS to Kerkering Barberio, the tenant occupying the two floors. AIS went on to deliver a complete furniture solution, showcasing CaseWorks as a strategic entry point for broader project involvement. The developer plans to continue recommending AIS CaseWorks to future tenants throughout the building.



Industry:Developer/Commercial Real EstateProject:18 built-ins, 2 floorsSquare Footage:14,000Date:February 2025

#### **AIS Product Used**

- AIS CaseWorks Modular Cabinetry
- Calibrate™ Private Offices
- Calibrate Conferencing
- Divi™ Panel System

## Large Florida Developer Case Study



CaseWorks Mail Sorter Shelves



CaseWorks Double Door Cabinet



CaseWorks Double Door Wall and Base Cabinet, Single Door with Drawer, Trash Pullout

### **Office Furniture Solutions**



Calibrate Private Office



Calibrate Conferencing



Divi Panel-Based System

